MONEY IN PATENTS

VICTOR J. EVANS & CO.

· PATENT ATTORNEYS ·

Victor Building — Washington, D. C.

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GENERAL CHARGES

(MINIMUM CHARGES)

	Attorney's Fee	Drawing (1 sheet)	Gov't Fee	Total
U. S. Mechanical Patent (simple case)	$25	$5	$35	$65
U. S. Electrical Patent	30	5	35	70
U. S. Chemical Patent	35		35	70
U. S. Process Patent	35		35	70
U. S. Composition Patent	35		35	70
U. S. Patent for Medical Compound	35		35	70
Design Patents—				
Three and a Half-Year Term	15	5	10	30
Seven-Year Term	15	5	15	35
Fourteen-Year Term	15	5	30	50
Trade-Mark	15	5	10	30
Label	14		6	20
Copyright	9		1	10
Appeal to the Board (varies)	15		10	25
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Preliminary Work in Interferences— **$30**

Infringement and Validity Reports (varies)	$25 and upwards
Assignment of Patents	$5.00
Typewritten Copy of Specification (minimum)	1.00
Typewritten List of Manufacturers	1.00
Photographic Copies of Drawings	.25
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MONEY IN PATENTS

COMPILED BY VICTOR J. EVANS

ROBERT FULTON

VICTOR J. EVANS & CO.
Patent Attorneys
Victor Building Opposite U. S. Patent Office
WASHINGTON, D. C.

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THE CAPITOL.

INDORSEMENTS

By

UNITED STATES SENATORS and CONGRESSMEN, MANUFACTURERS and PROMINENT INVENTORS

VICTOR J. EVANS & CO.

Patent Attorneys

VICTOR BUILDING

Opposite U. S. Patent Office

WASHINGTON, D. C.

A LETTER FROM THE SPEAKER

The Speaker's Room
House of Representatives
Washington, D. C.

May 2, 1913

Mr. Victor J. Evans,
Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

My dear Mr. Evans:

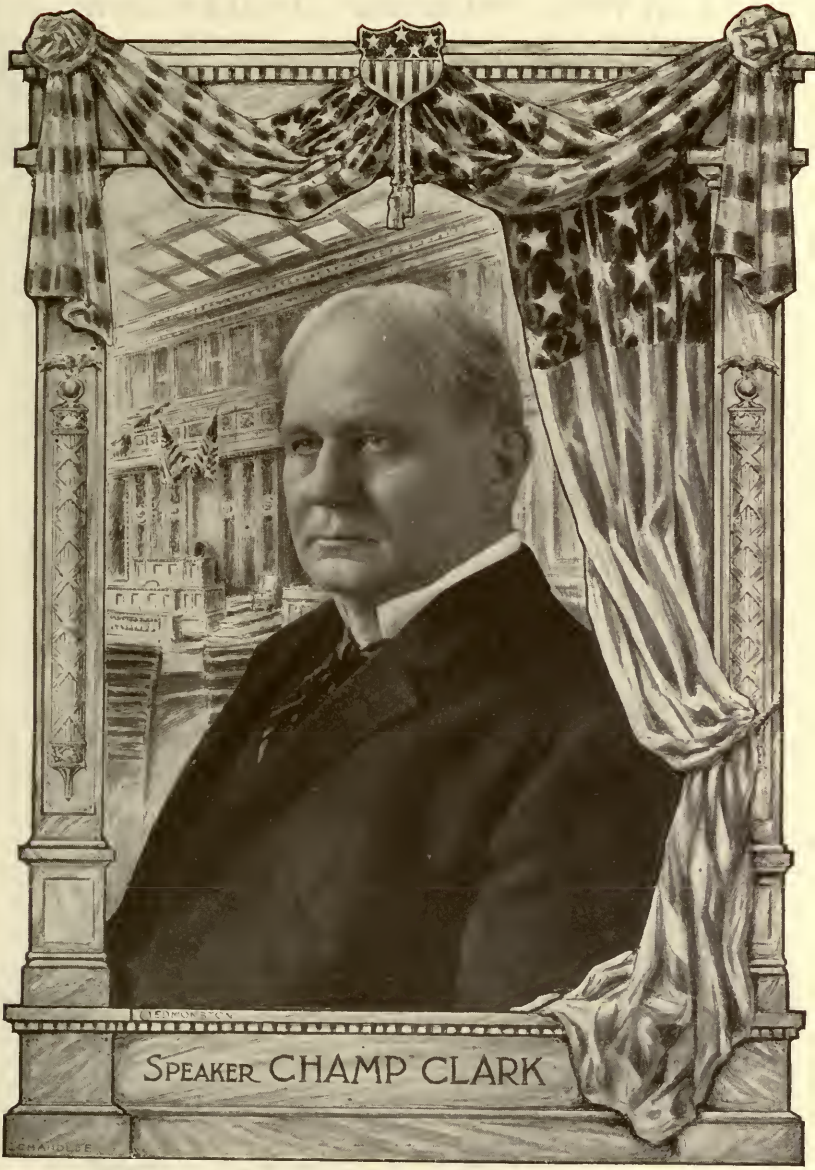
It gives me great pleasure to recommend your firm of Victor J. Evans & Company, patent attorneys, to my friends who may have business before the Patent Office here at Washington and I feel that they will receive at your hands prompt, honest and efficient services.

Wishing you success you deserve,

I am,

Your friend,

Champ Clark


SPEAKER CHAMP CLARK

A LETTER FROM MR. UNDERWOOD

COMMITTEE ON WAYS AND MEANS
HOUSE OF REPRESENTATIVES
WASHINGTON, D. C.

November 29, 1913

Mr. Victor J. Evans,
Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

My Dear Sir:

It is with great pleasure I recommend your firm of Victor J. Evans & Company, patent attorneys, to inventors who desire the services of a reliable and competent firm to represent them before the Patent Office. I feel that your firm is qualified to handle effectively all classes of inventions, and am sure that business entrusted to you will receive prompt, faithful and efficient attention.

With kindest regards, I am

Very truly yours,

Oscar Underwood

OSCAR·W·UNDERWOOD.
HOUSE LEADER

PRESIDENT WILSON ADDRESSING A JOINT SESSION OF CONGRESS

United States Senate

Washington, D. C.,
May 12, 1913.

Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Gentlemen:

I understand that your firm is enterprising and secures the best results for its clients. I wish you every success in your business.

Yours very truly,
(Signed) W. P. JACKSON,
Senator from Maryland.

United States Senate

COMMITTEE ON PACIFIC RAILROADS

May 12, 1913.

Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Dear Sirs:

From reports brought to me I have every reason to believe your firm is reliable and that matters entrusted to your care will receive the best attention through the Patent Office.

Very truly yours,
(Signed) FRANK B. BRANDEGEE,
Senator from Connecticut.

The American inventors have made the United States the greatest nation in the world by reason of the marvelous patents produced

SENATE OFFICE BUILDING

United States Senate

COMMITTEE ON WOMAN SUFFRAGE

May 13, 1913.

Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Gentlemen:

From sources which I believe to be reliable, I believe your firm to be capable and competent in all matters entrusted to them. I will be glad to recommend you.

Yours very truly,
(Signed) C. S. THOMAS,
Senator from Colorado.

United States Senate

COMMITTEE ON
EXPENDITURES IN THE INTERIOR DEPARTMENT

Washington, D. C.,
May 12, 1913.

Victor J. Evans & Company,
Patent Attorneys,
Washington, D. C.

Gentlemen:

From every source I learn that your firm attends to matters submitted to it promptly and secures the best results for its clients. It will give me pleasure to recommend your firm to friends of mine and I wish you every success for the future.

Yours truly,
(Signed) REED SMOOT,
Senator from Utah.

HOUSE OFFICE BUILDING

United States Senate

COMMITTEE ON BANKING AND CURRENCY

May 12, 1913.

Mr. Victor J. Evans,
C/o Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

My Dear Sir:

I am very glad to join in the recommendation given you by Mr. Champ Clark in the matter of your equipment to render prompt and efficient service in the Patent Office at Washington.

Yours very respectfully,
(Signed) ROBT. L. OWEN,
Senator from Oklahoma.

United States Senate

COMMITTEE ON PACIFIC RAILROADS

May 12, 1913.

Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Dear Sirs:

From reports brought to me I have every reason to believe your firm is reliable and that matters entrusted to your care will receive the best attention through the Patent Office.

Very truly yours,
(Signed) W. O. BRADLEY,
Senator from Kentucky.

THE U. S. PATENT OFFICE

United States Senate

COMMITTEE ON ENGROSSED BILLS

Washington, D. C.,
April 23, 1913.

Messrs. Victor J. Evans & Co.,
Washington, D. C.

Gentlemen:

I have been familiar with the good standing of your firm for many years and will take pleasure in commending it to any of my constituents who may call upon me in reference to matters pertaining to patents.

AP. Yours very truly,
(Signed) F. E. WARREN,
Senator from Wyoming.

United States Senate

COMMITTEE ON PUBLIC BUILDINGS AND GROUNDS

April 23, 1913.

Messrs. Victor J. Evans & Co.,
Washington, D. C.

My Dear Sirs:

I desire to state that I can commend your firm as efficient and capable patent attorneys, and that you have given satisfactory service to your patrons.

I feel sure that any business entrusted to you will be given prompt attention.

I am, Yours very truly,
(Signed) CLAUDE A. SWANSON,
Senator from Virginia.

Inventions of our clients, when protected, are brought to the direct attention of those manufacturers and men of means who in our opinion are most likely to become interested

LIBRARY OF CONGRESS

United States Senate

COMMITTEE ON
EXPENDITURES IN THE DEPARTMENTS OF COMMERCE
AND LABOR

May 2, 1913.

Messrs. Victor J. Evans & Co.,
Washington, D. C.

Gentlemen:

From information furnished me, I take pleasure in recommending your firm as competent and reliable patent attorneys, and am satisfied you would give prompt and careful attention to any business of this character entrusted to you.

Yours respectfully,
(Signed) WM. H. THOMPSON,
Senator from Kansas.

United States Senate

COMMITTEE ON
EXPENDITURES IN THE TREASURY DEPARTMENT

May 2, 1913.

Victor J. Evans & Co.,
Washington, D. C.

Gentlemen:

Your firm has been highly commended to me as in every respect trustworthy, and prompt in attending to business entrusted to you.

Very truly yours,
(Signed JOS. T. ROBINSON,
Senator from Arkansas.

United States Senate

Washington, D. C.,
May 12, 1913.

Messrs. Victor J. Evans Company,
Patent Attorneys,
Washington, D. C.

Gentlemen:

I understand your firm does a large business, and is entirely reliable.

Very respectfully yours,
(Signed) HOKE SMITH,
Senator from Georgia.

United States Senate

COMMITTEE ON CANADIAN RELATIONS

May 13, 1913.

Victor J. Evans & Co.,
Washington, D. C.

Dear Sirs:

From information coming to me from sources which I believe to be creditable, in my opinion your firm is reliable and the members of it entirely competent to take care of all business in your line entrusted to them.

Respectfully,
(Signed) JNO. K. SHIELDS,
Senator from Tennessee.

United States Senate

COMMITTEE ON
EXPENDITURES IN THE TREASURY DEPARTMENT

May 12, 1913.

Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Gentlemen:

I understand that your firm does a large business and that you have given eminent satisfaction to your clients.

Very respectfully yours,

TEBf. (Signed) T. E. BURTON,
Senator from Ohio.

United States Senate

COMMITTEE ON ENROLLED BILLS

May 6, 1913.

Victor J. Evans & Company,
Washington, D. C.

Dear Sirs:

From recent reports made to me as to the standing and character of your firm, I am satisfied as to your honesty, ability and trustworthiness as patent attorneys.

Sincerely yours,

(Signed) HENRY F. HOLLIS,
L H Senator, New Hampshire.

Some inventors receive large sums for apparently insignificant patents while others who have more meritorious patents allow them to lie dormant

VICTOR J. EVANS $1,500 PRIZE CONTEST

FOR PREVENTION OF INDUSTRIAL ACCIDENTS

VICE-PRESIDENT MARSHALL, Speaker Clark, Secretary Houston, Secretary Wilson, Robert McKay, editor "Railroad Man's Magazine," H. W. Young, editor "Popular Electricity," and Samuel Gompers, of the Federation of Labor, have accepted membership in a committee to select judges who will award the prizes for the best devices to prevent industrial accidents.

All communications in any way relating to the contest should be addressed to Victor J. Evans Prize Contest, 726 Ninth St. N.W., Washington, D. C.

"FOR THE GREATEST CAPITAL CITY ON EARTH

Civic Betterment Association

WASHINGTON, D. C.

THE CIVIC BETTERMENT ASSOCIATION, of Washington, D. C., at a meeting of its Board of Directors, held on the evening of March 31, 1914,

Resolved, That we heartily commend the splendid humanitarian efforts of our fellow townsman and philanthropist, Mr. Victor J. Evans, in seeking to prevent the loss of human life by his generous offer of prizes aggregating fifteen hundred ($1,500) dollars for the best devices designed to prevent accidents resulting in the loss of life in the contraction of vocational diseases. Be it further

Resolved, That our Secretary be directed to present a copy of these Resolutions to Mr. Victor J. Evans and members of the Commission who will select the judges in the contest to pass on the awards: Hon. Thomas R. Marshall, Hon. Champ Clark, Hon. D. F. Houston, Hon. W. B. Wilson, Mr. Samuel Gompers, Mr. Robert Mackay, and Mr. H. W. Young.

Washington, D. C.,
March 31, 1914.

Attest:
MAYO C. MITCHELL,
Secretary.

Fortunes in Little Things

$ BY RENE BACHE $

THE glass thumb tack, which is yielding to its originator a small fortune annually, is the latest of a long series of inventions, small and trifling, that have been enormously profitable to those who were fortunate in inventing them.

To become rich, think of some little thing that the public wants, and supply it. One of the most remunerative contrivances ever invented sold for only a cent. It was the famous toy called the "return ball," which, with the help of a rubber string fastened to a ring in the finger, flew back to the hand that threw it. Many millions of the small wooden spheres, painted red, the rubber and an attached finger ring being thrown in for the penny were sold, and the inventor's profit is said to have amounted to fifty thousand dollars a year.

The collar button that turns down at the back, preventing the "hiking up" that is so disagreeable, was a great boon to mankind. It was invented only about twenty-five years ago, and is said to have earned royalties of twenty thousand dollars per annum for a long period. Equally profitable, it is understood, was the ball and socket clasp now so commonly used for gloves and pocket books. At the Patent Office, by the way, it is stated that in order to be popular, a clasp must have an audible click in closing. How-

There are many real inventions which are strokes of creative genius not yet patented

THOMAS A. EDISON, THE GREATEST INVENTOR.

From a copyrighted photograph by Underwood & Underwood, New York.

ever meritorious in other respects, it will fail to please if it lacks this essential.

METAL SUBSTITUTED FOR CORK

The brass paper fastener, now so familiar, is one of the most famous of small inventions, hav-

ing earned a large fortune for a Government clerk at Washington, G. W. McGill, who patented it in 1867. Nevertheless, it was in reality an old idea, a device of bronze, exactly similar, having been used two thousand years ago by the Romans and for other purposes. It was the same way with the safety pin, which is an ancient contrivance.

One of the most profitable of small inventions was the metal cap now used so extensively for beer bottles, as a substitute for a cork. And almost equally well known is the glass lemon squeezer, which has the advantage of being clean and acid proof. Five thousand dollars is said to have been paid for the squeezer to its inventor, but that is only a trifling fraction of the money derived from it. The ice shaver, so useful for compounding drinks, is yet another example in the same line.

The person who thought of making a seamless shield for women's dresses, with a sheet of rubber between two layers of cloth, quickly found himself in possession of a fortune. His name was Canfield.

It is men who produce most of the new contrivances for women's comfort—a rule to which no exception is found in the substitute for whalebone known as "featherbone." But how did the idea first suggest itself that the quills of chickens, ducks, and geese, woven together in strips, might take the place of whalebone in women's gowns? It was certainly a fortunate discovery, inasmuch as chickens are always plentiful, whereas whales are becoming steadily scarcer.

E. W. DENNISON, WHO, AS INVENTOR OF THE SHIPPING TAG, MADE MILLIONS OUT OF "LITTLE THINGS"

Shoe buttons, in former days, were constantly coming off. A man named Heaton, residing in Providence, noticed the fact and devised the metal button fastener, which is now universally used. It brought him a fortune.

Dennison gained a big fortune from his idea for a shipping tag, yet how simple, and even

The United States Patent Office has issued over one million patents

United States Senate

Washington, D. C., February 3, 1914.

Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Dear Sirs:

From information that I have, coming from sources entirely reliable I am of the opinion that the firm of Victor J. Evans & Co., Patent Attorneys, is reliable and trustworthy. They have a record of prompt attention to business and fair dealing with their clients.

Very truly yours,

B/T JAMES H. BRADY,
Senator from Idaho.

United States Senate

Washington, D. C., February 3, 1914.

Victor J. Evans & Company,
Patent Attorneys,
Washington, D. C.

Dear Sirs:

From information in my possession, I am convinced of your reliability as Patent Attorneys, and am satisfied that you would promptly and efficiently attend to any matters entrusted to you by your clients.

Very respectfully,

ALLEN B. FALL,
F/A Senator from New Mexico.

Who can say what wonderful inventions we are on the eve of making? "Darius Green and his flying machine" was the joke of our childhood. Flying is no joke now

obvious, it was! All tags previously known tore out at the tie hole. Why not put a cardboard reinforcement around the hole? Presto! The problem was solved, and today such tags are in universal use.

The every-day can opener is a little invention that was profitable. To use it involves some labor, however, and these are days when people do not like to take much trouble about anything. So, not long ago, an enterprising person devised a can with a rim just below the top, the metal being so bent that a stroke with a hammer would break the top off. Cans made in this way cost only a cent a thousand more than ordinary cans, and ten million of them were at once ordered by a Chicago packer. Within six months the inventor found himself the possessor of a fortune.

Who was the woman that first thought of bending a hairpin out of shape in order to make it hold better? The idea must surely date a long way back—though the hairpin itself is not so very ancient. In earlier times women used hairpins that resembled modern hatpins, and it is a mystery how they kept their tresses in place. But one day, not long ago, a man saw his wife bend a hairpin to make it crooked, and an idea struck him which took the shape of the crinkly hairpin.

A hook-and-eye, with a much-advertised "hump," has earned a great fortune for its owners—though, as a matter of fact, the hump was not a new idea, and the feature on the strength of which the contrivance was patented had relation to something else.

Write us your needs in any line of manufacture

Hon. R. F. Broussard

The CAPITOL at WASHINGTON

House of Representatives, U. S.

WASHINGTON, D. C.

May 18, 1913.

Mr. Victor J. Evans,
Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

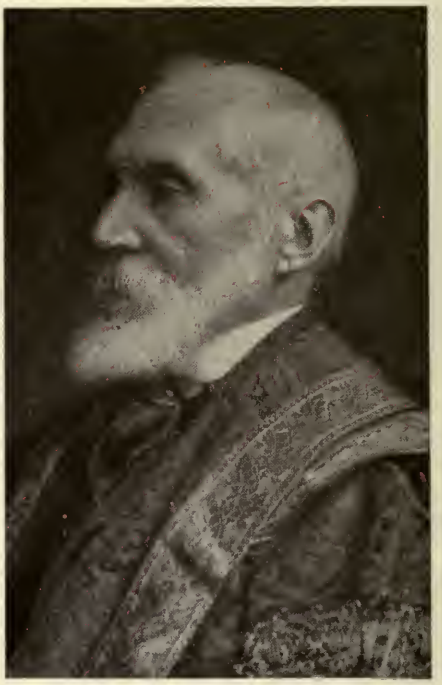
Dear Mr. Evans:

It is with pleasure that I recommend your firm of Victor J. Evans & Company, patent attorneys, to my constituents and my friends who may have business for the Patent Office at Washington, as I am sure your firm will give them prompt and efficient services.

Very truly yours,

Representative from Louisiana.

Endorsement of Representative and Senator-Elect Broussard



LORD KELVIN (SIR WILLIAM THOMSON), THE FAMOUS ENGLISH PHYSICIST WHO WAS EQUALLY SUCCESSFUL AS A SCIENTIST, AN INVENTOR, A TEACHER, AND A BUSINESS MAN

From a photograph by Lafayette, London

MONEY IN SMOKE CATCHERS

The inverted glass bell to protect ceilings from the smoke of gaslights made a large fortune for its inventor; and the same may be said of the familiar spring fingers of brass for holding lamp chimneys. It is said that the patentee in the lat-

The forces of nature must be yet more effectively harnessed to the wheels of commerce

House of Representatives, U. S.

Washington, D. C.,

Victor J. Evans & Co.,
Washington, D. C.

I cheerfully commend to anyone needing the services of a patent attorney, your well-known firm. The standing of your firm is excellent.

(Signed) A. S. KREIDER, M. C.,
18th Dist. Pennsylvania.

House of Representatives, U. S.

COMMITTEE ON MILITARY AFFAIRS

Washington, D. C.,

April 30, 1913.

Victor J. Evans & Co.,
Washington, D. C.

Your firm has been represented to me in a most favorable manner and I take great pleasure in recommending it to all persons having business with the Patent Office.

Yours truly,

(Signed) THOMAS G. PATTEN,
M. C., 18th Dist., New York.

ter case received fifty thousand dollars a year for his idea.

A thumb latch brought wealth to two New Haven men, Philos Eli and John A. Blake. The automatic ink stand, which offers to the pen user a never-varying supply of ink, was worth two hundred thousand dollars to its originator.

Housewives used to have a lot of trouble in cleaning knives, mainly because it was difficult to scrape the powder from the brick used for the purpose. But it occurred to somebody that the brick material might just as well be sold in the form of powder, put up in neat packages, and the idea made him independent for life.

One has only to hit one of these little ideas to be freed from the necessity of working for a living any longer—a fact which Hymen L. Lipman, of Philadelphia, ascertained to his own satisfaction, when, in 1858, he patented the India rubber pencil top. This was nothing more than a bit of rubber inserted into the butt end of the pencil, but it brought one hundred thousand dollars.

The barb wire idea for fences was another profitable invention; Joseph F. Glidden, who invented the barbed wire fence, made a million in royalties before his patent expired; and still another was the metal plate for protecting the sole or heel of a shoe. Last year one hundred and fifty million of these plates were manufactured.

Somebody who had been annoyed by the difficulty of picking up coins from shop counters devised the rubber mat with rubber bristles, now so well known. It brought in fifty thousand dollars in cash, and was worth the money.

Hon. D. J. McGillicuddy

House of Representatives, U. S.

COMMITTEE ON THE JUDICIARY

WASHINGTON, D. C.

May 9, 1913.

Victor J. Evans, Esq.,
Victor J. Evans & Co.,
Washington, D. C.

My dear Sir:

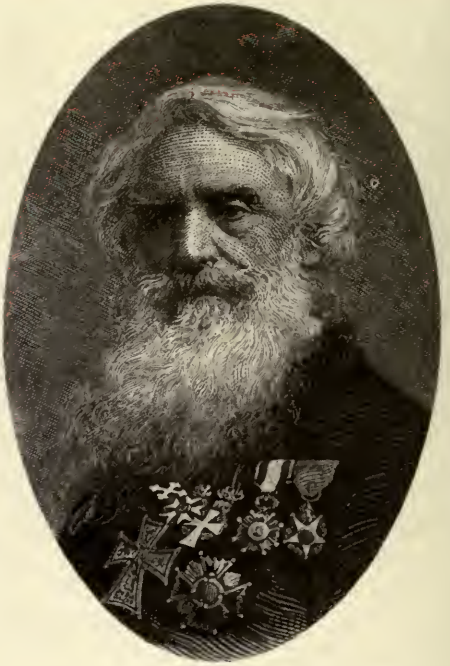
I heartily concur in the endorsement of your firm by my colleagues, and certainly believe that any business submitted to your care would receive honest and intelligent attention.

Very truly yours,

D. J. McGillicuddy

M. C., 2d District, Maine.

Endorsement of Representative McGillicuddy



SAMUEL F. B. MORSE, THE INVENTOR OF THE TELEGRAPH,
WHOSE WIRES NOW CIRCLE THE GLOBE

The simpler the idea, the more money it seems to be worth. What, for example, could be more simple than a wooden shoe peg? Yet nobody thought of such a thing until it occurred to the mind of a Boston man, B. F. Sturtevant. It brought him millions, but he went crazy and his

We relieve rejected cases of their defects and insure valuable patents

House of Representatives, U. S.

Washington, D. C.,

May 5, 1913.

To Whom It May Concern:

From information received by me and from letters written by other members of Congress, I am glad to assert that Victor J. Evans & Company, Patent Attorneys, bear a very high reputation. Respectfully,

(Signed) S. B. AVIS, M. C.,
3d Dist., West Virginia.

SBA-J

House of Representatives, U. S.

Washington, D. C.,

May 5, 1913.

To Whom It May Concern:

From information received and from personal investigation, I take pleasure in stating that I believe Victor J. Evans & Co., Patent Attorneys, are competent and reliable, and have a high reputation.

Yours very truly,

(Signed) JAMES S. DAVENPORT,
M. C., 3d Okla. Dist.

good luck never brought him any satisfaction. The copper toe for children's shoes was the invention of a Maine farmer. His boys kicked out their boots, and he found that, by applying metal strips to the toes, he could make them last three times as long. The patent covers shoe tips of silver and other metals, but copper is preferred.

The famous "Fifteen" Puzzle was never patented, though several persons claimed to have originated it, and a great deal of money was made by selling it. "Pigs-in-clover" was the idea of Crandall, the man who invented dove-tailing building blocks for children, but he failed to secure exclusive rights in its manufacture, and thus lost a fortune that might have been his.

J. E. Crandall made a great deal of money out of patents for toys, inventing more than one hundred different things, and taking out over one hundred and forty patents.

In the line of dolls there have been not a few remunerative patents, one of them being for a doll's eye. It used to be difficult to fix the eyes in the heads of dolls so that they would look straight in front of them, and, of course, nobody wanted to buy a cross-eyed doll. But the invention in question made it possible to adjust the ocular apparatus of any doll off-hand in a proper manner.

MADE WEALTHY BY TOYS

Some of the most profitable small inventions have been toys. A flying top of tin, with wings, which flew up into the air, earned a good sized fortune. The "chameleon top," which showed

C. C. Dickinson

House of Representatives, U. S.

WASHINGTON, D. C.

May 6, 1913.

Mr. Victor J. Evans, Pres.,
Victor J. Evans & Co.,
Washington, D. C.

My dear Sir:

Your firm has been highly recommended to me by men in whom I have the greatest confidence, that I take pleasure in concurring in the endorsements given you by them, and my colleagues in Congress, and I want to assure you that I feel satisfied that any business placed in your hands will be well and properly looked after before the Patent Office here in Washington, and will receive prompt and efficient attention.

Very respectfully,

C. C. Dickinson

M. C., Sixth Missouri District.

Endorsement of Representative Dickinson

CYRUS HALL M'CORMICK, THE INVENTOR OF THE REAPER, WHICH REVOLUTIONIZED FARMING

wonderful changes of color by the help of paper disks of various hues (incidentally giving useful instruction in optics), was equally successful. And another popular novelty, "Pharaoh's serpents"—an odd sort of firework—put fifty thous-

House of Representatives, U. S.

Washington, D. C.,

May 5, 1913.

To Whom It May Concern:

From information which I have received and letters which I have examined, I take pleasure in stating that Victor J. Evans & Company, Patent Attorneys, bear a high reputation.

Yours respectfully,

(Signed) F. S. DEITRICK, M. C.,
8th Dist., Massachusetts.

House of Representatives, U. S.

COMMITTEE ON RIVERS AND HARBORS

Washington, D. C.,

May 5, 1913.

To be successful in obtaining a patent, one of the first things to do is to secure the services of a reliable patent attorney. I understand that the Victor J. Evans Company, Patent Attorneys at Washington, are reliable and very successful in their business.

(Signed) THOS. GALLAGHER, M. C.,
8th District, Illinois.

WILBUR WRIGHT, INVENTOR OF THE AEROPLANE.

From a copyrighted photograph by Underwood & Underwood, New York.

and dollars into the pocket of its originator a few years ago.

Edison's first invention was a small affair, though of important application, relating to telegraphy. He took it into the office of a telegraph company on Broadway and offered it for sale al-

The greatest remuneration may be derived from the least effort and that there shall be the least waste

House of Representatives, U. S.

Washington, D. C.,

May 5, 1913.

Victor J. Evans & Co.,
Washington, D. C.

Gentlemen:

From the information I have received I am of the opinion that you are worthy and efficient, and shall be glad to recommend your firm to anyone who may need the services of a patent attorney.

Yours truly,

(Signed) OTIS T. WINGO, M. C.,
4th Dist., Arkansas.

House of Representatives, U. S.

Washington, D. C.,

May 5, 1913.

To Whom It May Concern:

The firm of Victor J. Evans & Co., Patent Attorneys, is highly endorsed by members of Congress who personally know them, and I am sure are entitled to consideration as efficient and reliable.

(Signed) H. M. TOWNER, M. C.,
8th Dist., Iowa.

most tremblingly. The president of the company consented to examine it, and when the youthful genius came back by appointment a little later told him gruffly that the company would pay thirty-six thousand dollars for the contrivance and not a cent more. Edison had never dreamed of getting one-tenth of such a price; and, as he himself tells the story, he decided that the check was valueless when the cashier of the bank on which it was drawn refused to cash it unless he was identified. But he got the money at last, and the capital thus furnished gave him a start in the career which has proved so brilliant and so useful to humanity.

PAPER CLIPS

The paper clip, designed to hold together a few sheets of paper in the average office, presents more variety of forms than any other individual thing in office supplies. Each of these forms of the clip represents a patented idea over which some one has spent time and money. At the best such a mechanism accomplishes only the purpose of holding the few sheets of paper together, generally for a short time, while it is passing from one department of a house to another, after which the piece of metal is taken off and thrown aside. One dollar perhaps purchases the article by thousands.

And yet not only the inventive effort and the cost of patenting the metal clasp have been expended, but each of these forms represents a patented and manufactured machine for the making of the clip itself, and which may have to turn out

Manufacturers consult us when they want to buy valuable patents

Hon. C. O. Lobeck

House of Representatives, U. S.

WASHINGTON, D. C.

May 7, 1913.

To Whom It May Concern:

During my period of service in Washington, I have had occasion to call on the firm of Messrs. Victor J. Evans & Co., Patent Attorneys, of Washington, for people of my district who had business relations with the firm, and have always found them courteous and obliging.

From what I see, relative to their business, I believe the firm fully equipped to execute business entrusted to them in a capable manner and as quickly as the Government laws will permit.

Respectfully submitted,

C. O. Lobeck

COL/b

M. C., 2d Dist., Nebraska.

Endorsement of Representative Lobeck

NORTON P. OTIS, THE INVENTOR OF THE ELEVATOR

From a copyrighted photograph by Underwood & Underwood, New York

millions of the little bits of metal before the machine begins to earn a first dividend upon the first cost.

M. L. Hancock, the inventor of the disk plow, made millions from his invention.

Dr. L. F. Adt, of Albany, N. Y., is the inventor of the Shur-on Eyeglass, one of the most suc-

House of Representatives, U. S.

Washington, D. C.,
May seventh,
Nineteen thirteen.

To Whom It May Concern:

This is to recommend Victor J. Evans as a competent and reliable Patent Attorney to all those who may need the services of such.

Very respectfully,

(Signed) C. D. CARTER, M. C.,
4th Dist., Oklahoma.

House of Representatives, U. S.

COMMITTEE ON MILITARY AFFAIRS

Washington, D. C., May 9, 1913.

Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Gentlemen.

From information obtained by me from reliable sources, I take pleasure in recommending your firm as thoroughly competent, honest and efficient patent attorneys.

Yours very truly,

(Signed) S. H. DENT, Jr.,
M. C., 2d District of Alabama.

GEORGE WESTINGHOUSE, WHOSE AIR-BRAKE MADE HIM A MILLIONAIRE WHEN HE WAS THIRTY YEARS OLD

From a copyrighted photograph by Gessford, New York

cessful of small inventions. Dr. Adt realized that the spring which had hitherto held the glass was injurious and his first thought was to overcome this, but the perfected spring was not forthcoming until after long and painstaking thought and labor.

If an immediate market does not already exist for your patent it might be created by an intelligent demonstration of the improvement

House of Representatives, U. S.

Washington, D. C., May 7, 1913.

Mr. Victor J. Evans, President,
Victor J. Evans & Company,
Washington, D. C.

Dear Sir:

Your firm has been very highly recommended, and it gives me pleasure to concur in the endorsements given you. I believe matters placed in your hands before the Patent Office in Washington will receive efficient attention.

Very truly yours,
(Signed) J. R. WALKER, M. C.,
d. Eleventh District of Georgia.

House of Representatives, U. S.

Washington, D. C., May 5, 1913.

Mr. Victor J. Evans, Pres.,
Victor J. Evans & Co.,
Washington, D. C.

My dear Evans:

It affords me pleasure to be able at this time to endorse and recommend the firm of Victor J. Evans & Co., Patent Attorneys, to my constituents who may have business before the Patent Office, as I feel that any business entrusted to said firm will receive prompt, honest and efficient service.

With kindest personal regards, I remain,
Your friend,
M. E. BURKE,
M. C., 2d Dist. Wisconsin.

$ PROFIT $ IN INVENTIONS

A WRITER in the "New York Sun" considers a good patent as valuable as a gold mine, in its way. Patents and gold mines resemble each other very much in one respect; there are no infallible signs by which one may recognize the bonanzas. No matter what the prospectus may say, the mine must be worked before its value may be known. No matter what the theories of the inventor may be, the world's market, and not himself, must determine the value of his invention.

Some very large fortunes have been made out of apparently trivial inventions. There is much luck in the first place. But skill in handling the patent counts for even more than luck. The little rubber stopper with the wire attached to it, which is used now on every beer bottle, is a good example of fine business management in the handling of an apparently trifling invention.

Often the inventor fails to realize the value of his device. Every one is familiar with the hook eyelet now commonly used on boots and shoes. The man who invented it could dispose of it only by selling the complete title to his patent to a shoe company. Even the shoe company did not fully appreciate the value of the invention which they had acquired; for the hook and eyelet was regarded as an eccentricity and would require expensive machinery in its manufacture. It is said that the inventor realized $600 for his

All preliminary searches and official examinations are made here in the city of Washington where your attorney should be located

Hon. H. Garland Dupre

House of Representatives, U. S.

COMMITTEE ON THE JUDICIARY
WASHINGTON, D. C.

May 8, 1913.

Victor J. Evans, Esq.,
Victor J. Evans & Company,
Washington, D. C.

My dear Mr. Evans:

I take great pleasure in issuing this, a general commendation of the firm of Victor J. Evans & Company, Patent Attorneys, of Washington, D. C.

I am thoroughly persuaded that Mr. Evans and his associates in the law firm which bears his name are highly competent legally, especially well qualified by experience, and otherwise in position to handle with efficiency and dispatch the business entrusted to them.

Very truly yours,

H. Garland Dupre

M. C., 2d Louisiana District.

Endorsement of Representative Dupre

HUDSON MAXIM, THE INVENTOR OF SMOKELESS POWDER

hook and eyelet; the profits to the manufacturers were some hundreds of thousands per year.

Some inventions, says the writer, drag along for years without getting to a paying stage, and then suddenly make fortunes for their owners when the patent is almost run out. The type-

Many patents of distinct merit fail to return a profit because their owners are not in touch with men in lines of industry, who would gladly either buy outright or work it on royalty

House of Representatives, U. S.

Washington, D. C., May 7, 1913.

Victor J. Evans & Co.,
Washington, D. C.

Gentlemen:

From information and reports made to me as to the standing of your firm I am satisfied that you are everything represented to me and I am positive that anything intrusted to you will receive prompt attention.

Yours very truly,
(Signed) J. B. ASWELL,
M. C., Louisiana, 8th District.

House of Representatives, U. S.

Washington, D. C.,
June 2, 1913.

Victor J. Evans & Company,
Victor Building,
Washington, D. C.

Gentlemen:

Your firm has been very well spoken of to me by a number of my colleagues on the House floor and I take great pleasure in joining with them in recommending you to anyone desirous of obtaining the services of a thoroughly efficient and reliable patent attorney.

Very truly yours,
(Signed) WARREN GARD,
3d Dist., Ohio.

All matters are treated in the strictest confidence

writer is an example of this thing. The men who believed in it had many reasons for giving up all hope of its ultimate success. The man who had the general agency for the whole South in 1877 sold only four machines in a year, three of them in one town, Huntsville, Ala. It was not until the most valuable part of the patents had expired that any one made any money on the typewriter. Bell offered to sell a half interest in his telephone to his next-door neighbor for $1,000, and the neighbor laughed at the absurdity of paying such a price for an interest in a freak scientific toy.

Speaking of Bell's telephone, it is not generally known that he came very near losing all his English patent rights, and would have done so but for a remarkable piece of luck. At the time of the telephone's invention Lord Kelvin was in this country, and he took back with him to Scotland one of the crude instruments which Bell had made, intending to exhibit it to his college classes as an American curiosity. At that time the transmitter had a spiral spring on the upper side, and while the model was knocking about among the scientist's baggage in its journey across the ocean this spring somehow got bent upward. When Lord Kelvin came to give the promised exhibition the thing would not work because the spring was bent up too much. It is almost impossible to believe, but it is nevertheless a fact that it never occurred to the giant intellect of this great scientist to press that spring down again, and he had to apologize to his audience for the failure of the much advertised experiment. A publication before application for a

Under our system genuine needs are pointed out to our clients

Hon. Dudley M. Hughes

House of Representatives, U. S.

COMMITTEE ON IRRIGATION OF ARID LANDS

WASHINGTON, D. C.

May 19, 1913.

Mr. Victor J. Evans, President,
Victor J. Evans & Company,
Patent Attorneys,
Washington, D. C.

Dear Sir:

Your firm has been highly recommended, and it gives me pleasure to concur in the endorsements given you. I believe matters placed in your hands before the Patent Office in Washington will receive efficient attention.

Very truly yours,

Dudley M. Hughes

M. C., Twelfth District of Georgia.

Endorsement of Representative Hughes

ALEXANDER GRAHAM BELL, INVENTOR OF THE TELEPHONE, WHOSE ORIGINAL PATENT WAS THE MOST VALUABLE EVER ISSUED IN ANY COUNTRY

From a copyrighted photograph by Pach, New York

patent is a bar in England, and when the great trial to settle the validity of the Bell patents came up over there, it was sought to prove this previous publication, and this lecture was a case in point; but it was conclusively proved that there had been no publication in this lecture, because the model would not work. Had Lord Kelvin

House of Representatives, U. S.

Washington, D. C.,

Victor J. Evans & Co.,
Washington, D. C.

Your firm having been so highly recommended to me as being in every way reliable, I take pleasure in commending you to those having business with the Patent Office.

Very truly yours,
(Signed) J. THOMPSON BAKER,
M. C., 2d Dist., N. J.

House of Representatives, U. S.

Washington, D. C.,
May 8, 1913.

To Whom It May Concern:

It has been represented to me from reliable sources that Victor J. Evans & Company, Patent Attorneys, Washington, D. C., are well equipped to execute business entrusted to them in a capable manner. Personally I know nothing at all about the firm and have never had occasion to avail myself of its services. However, I have every reason to believe, from statements made to me, that the firm is reliable and will give prompt attention to business entrusted to it.

Very truly yours,
(Signed) HENRY T. RAINEY,
M. C., 20th Dist., Illinois.

pressed down that little spring and shown those Scotch laddies how the telephone worked, it would have cost the Bell Company many millions of dollars and made telephony very cheap in England.

Most successful inventors are men who have been brought up in connection with the business to which their inventions are to be applied, or have at least made themselves familiar with the laws governing the processes which they seek to improve. There are cases in which inventors have discovered new laws or new applications of old ones, especially in chemical processes. The Bessemer converter is a familiar example. The cyanide process of washing gold and the manufacture of acetylene gas are others. Some inventors have had courage enough to dispute the established facts of science, as in the case of some recent experiments in fog signaling in which the inventor used the principle denied by such eminent authorities as Tyndall and Professor Henry.

It is well known that there is very little money in surface washing or placer mining for gold, and that all the big profits are made out of long and patient development of deep mines. The same is true of patents. There is very little profit in inventions which can be realized upon almost immediately. They are mere surface washings. All the big things have taken time and patience to bring to perfection, and any inventor who finds himself making quick profits may be sure they will be short-lived, although he may have a good thing while it lasts, like the Pigs-in-Clover puz-

Some inventors receive large sums for apparently insignificant patents while others who have more meritorious patents allow them to lie dormant

Hon. Chas. F. Booher

House of Representatives, U. S.

COMMITTEE ON THE TERRITORIES

WASHINGTON, D. C.

May 9, 1913.

Mr. Victor J. Evans, President,
Victor J. Evans & Company,
Patent Attorneys,
Washington, D. C.

My dear Sirs:

Your firm having been so highly recommended that it gives me great pleasure to concur in the endorsements given you by my colleagues in Congress.

I feel that matters placed in your hands to be looked after before the Patent Office here at Washington will receive prompt and efficient attention.

Yours very sincerely,

Chas. F. Booher

M. C., 4th Missouri District.

Endorsement of Representative Booher

JOHN ERICSEN, THE INVENTOR OF THE MONITOR

zle. Confidence, tenacity of purpose, and capital are the requisites for building up fortunes on the foundation of a patent; the thing itself must have intrinsic merit or it must fail before long.

The simplest inventions are the best money-makers, because to perfect complicated machines

Who can say what wonderful inventions we are on the eve of making? "Darius Green and his flying machine" was the joke of our childhood. Flying is no joke now

House of Representatives, U. S.

Washington, D. C.,
May 5, 1913.

Victor J. Evans & Co.,
Washington, D. C.

Gentlemen:

It gives me pleasure to recommend your firm to anyone seeking the services of a Patent Attorney.

From reports brought to me I am satisfied that you are reliable, and attend to all matters entrusted to you in a satisfactory and careful manner. Very truly yours,

(Signed) T. H. CARAWAY, M. C.,
1st Dist., Arkansas.

House of Representatives, U. S.

Washington, D. C.,

Victor J. Evans & Co.,
Washington, D. C.

Gentlemen:

Your firm has so good a reputation in this city that I feel safe in recommending it to any seeking the services of reliable patent attorneys.

Very truly,

(Signed) W. S. HAMMOND, M. C.,
2d Dist., Minnesota.

Restricted claims and worthless patents are the product of incompetent attorneys

costs time and money. A great many have ended with the original conception, the inventor having no ability to handle detail so as to carry out the original idea in a practical way. The Bessemer process of converting steel is extremely simple, blowing hot air through the molten metal. Just sit down and get out the drawings for a machine which will carry out this idea, especially the arrangements for controlling the supply of air that is admitted to the converter, and see how soon you will find the first idea is a small part of the invention as a whole. The use of compressed air as a motive power was understood and appreciated 30 years ago, but no one could invent a governor which would control it, although hundreds of patents were taken out which professed to do so. The power of the steam from a kettle was evident to Watt long before he could devise a means of utilizing it. The combination of the piston and slide valve, which looks so simple to us now, was not worked out in a day.

It is a common practice to speak contemptuously of inventors on account of their exaggerated notions of the value of their ideas. When the invention is obviously a delusion this is quite natural, but it must not be forgotten that without this infatuation for the creatures of their brains, inventors would be much more easily discouraged than they are, and many of the most valuable inventions might be lost. The tenacity with which some of them cling to their ideas until they finally force their adoption upon the world almost amounts to inspiration. It seems born in some men to fight harder for the children of their brains

Hon. W. L. Hensley

House of Representatives, U. S.

COMMITTEE ON LABOR

WASHINGTON, D. C.

May 9, 1913.

Victor J. Evans & Co.,
Washington, D. C.

Dear Sir:

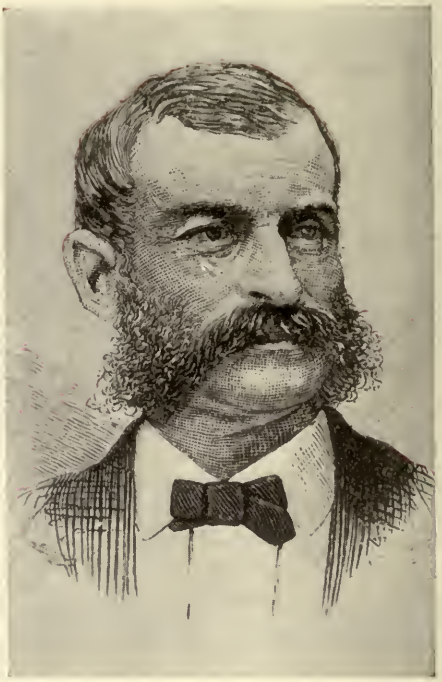
Your firm having been endorsed by Speaker Clark and other members of the Missouri delegation for its honesty and careful attention to business, together with efficiency, I take pleasure in commending your firm to people who may have business before the patent office here in Washington.

Yours truly,

W. L. Hensley

M. C., 13th Dist., Missouri.

Endorsement of Representative Hensley



GEORGE W. YALE, THE INVENTOR OF THE YALE LOCK

than for their families, and it seems a pity that their reward is not often greater than it is.

HOW PATENTS PROMOTE TRADE

Patents and trade go hand in hand. Take away the motive of invention and you destroy an

House of Representatives, U. S.

May 28, 1913.

Gentlemen:

Knowing your firm is so highly regarded by my friends and colleagues of the House, I take this opportunity to cheerfully join them in commending you to any seeking your services.

Yours very truly,
JOHN M. EVANS,
(Signed) John M. Evans,
Montana.

Messrs. Victor J. Evans & Co.,
Patent Attorneys.
Washington, D. C.

House of Representatives, U. S.

Washington, D. C.,
June 2, 1913.

Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Gentlemen:

As so many of my colleagues have recommended your firm to those needing the services of a patent attorney, I take pleasure in joining them in their recommendation.

Truly yours,
(Signed) TOM STOUT,
Montana.

important ally of improvement. It is said that inventors will always invent; that inventions come when they are needed, and common phrase makes them to be, as it were, automatically evolved out of the necessities of business. Inventions do not come merely because they are needed, but because they are needed and will be paid for, and it is only by making them property, and protecting them as property, that they are worth purchase. They are influenced, like other things, by the law of supply and demand; but the law of supply and demand does not operate where there is no inducement to supply, and no payment accompanies the demand. Demand must come with purse in hand, or supply does not respond. The patent system is based upon this fundamental law of political economy. Inventions do not come when and merely because they are called for, as by the stroke of a magician's wand. Long years must perhaps be spent in study and costly experiment.

It is easy to invent a complicated machine, but it takes a clever man to invent a simple one.

When a professional man trades on the reputation of his predecessors, it is often because he has no reputation of his own.

In successful invention the capitalist and exploiter usually deserves as much credit as the inventor himself.

Hon. Lewis L. Morgan

House of Representatives, U. S.

WASHINGTON, D. C.

May 8, 1913.

Mr. Victor J. Evans,
Victor J. Evans & Company,
Washington, D. C.

My dear Sir:

I take great pleasure in concurring in the endorsements given you by my colleagues in Congress and am glad to recommend your firm of patent attorneys as being competent and thoroughly capable and believe that all matters placed in your hands to be looked after before the Patent Office will receive prompt and efficient attention.

Yours very truly,

M. C., 6th Dist., Louisiana.

Endorsement of Representative Morgan

Inventions Which Have $ Made Millions $

BY DEXTER MARSHALL

IT IS the general impression that the man who makes a great invention is more likely to die poor than rich. The impression is due partly to the oft-told stories of the misfortunes which befel Whitney, who invented the cotton gin; Goodyear, who first vulcanized India rubber, and Morse, who taught the wire to write, and partly to the ingenious, out-at-elbow chaps you and I and everybody else know who are always trying to introduce a motor that won't mote, an airship that won't fly, or some other contrivance that won't work, or, if it will, is not wanted by the public.

Of course, plenty of inventors have been done out of their just dues, but, generally speaking, the truth about their financial returns doesn't square with the general impression. The man whose ingenuity, whose persistence, and whose practical sense enabled him to devise a new contrivance for the material benefit of his fellows is as certain of his financial reward as the grocer, the banker, or anybody else.

Nothing but bad luck or the lack of business ability can keep him from making money, and the records show that inventors, at least those who have invented the big things, have been as lucky as the average, and have displayed more business ability than the general run of mankind.

The man who capitalizes other men's brains makes a fortune

Hon. John H. Rothermel

House of Representatives, U. S.

COMMITTEE ON EXPENDITURES
IN THE DEPARTMENTS OF COMMERCE AND LABOR
WASHINGTON, D. C.

Mr. Victor J. Evans,
President, Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Dear Sir:

I take pleasure in certifying that the firm of Victor J. Evans & Co., patent attorneys, can be trusted in conducting business as patent attorneys before the various departments in Washington.

John H. Rothermel

M. C., 13th Dist., Pennsylvania.

Endorsement of Representative Rothermel

GUGLIELMO MARCONI, WHO LED BOTH IN THE INVENTION AND IN THE COMMERCIALIZATION OF WIRELESS TELEGRAPHY

From a copyrighted photograph by Pach, New York

Though the fortunes won by James Watt, who invented the steam engine; George Stevenson, who built the first practical locomotive, and Robert Fulton, who contrived the first steamboat that would go, would not bulk large by the side of modern fortunes, these men were amply rewarded in their day and generation, both in money and honor. Fulton, the least of the three,

House of Representatives, U. S.

Washington, D. C.,
May 13, 1913.

Mr. Victor J. Evans,
Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

My dear Sir:

It gives me pleasure to concur in the endorsement given your firm of Victor J. Evans & Company, patent attorneys, by Speaker Champ Clark.

Sincerely yours,

(Signed) JAMES T. LLOYD,
First District, Missouri.

House of Representatives, U. S.

Washington, D. C.,
April 30, 1913.

Your firm having been so highly recommended to me as being in every way reliable, I take great pleasure in commending you to those having business with the Patent Office.

(Signed) FRANK O. SMITH,
M. C., 5th Dist., Maryland.

Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

perhaps, because of his death at the comparatively early age of fifty, in 1815, while in the midst of his experiments with the submarine torpedo.

The rewards won by inventors in the last fifty or sixty years have been far in excess of those gained by the earlier geniuses, both actually and relatively. Here is a little list:

The sewing machine was credited both to Elias Howe and Isaac M. Singer. Both died millionaires.

The reaper was invented by Cyrus H. McCormick, who amassed a vast fortune. His sons are among the famous multi-millionaires of today.

The telephone, devised by Alexander Graham Bell, has made him so rich that he can spend as much as he likes on kites in flying machine experiments.

Ocean telegraphy was made possible by the inventions of William Thompson, knighted because of them and now known as Lord Kelvin, and immensely wealthy as well as highly honored.

Wireless telegraphy, the invention of William Marconi, is likely to make him a millionaire in time, if he has not already passed that financial mark.

Cheap steel, which made the steel rail possible, was the invention of Sir Henry Bessemer, whose profits amounted to millions before his death, and whose rewards included all sorts of honors as well as money.

Dry-plate photography was invented by George Eastman. The dry-plate made the amateur cam-

Hon. James Young

House of Representatives, U. S.

COMMITTEE ON REVISION OF THE LAWS
WASHINGTON, D. C.

May 6, 1913.

Mr. Victor J. Evans,
President, Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

My dear Sir:

It gives me pleasure to express to the public my confidence in your company's ability to handle any matters entrusted to you before the Patent Office here in Washington, as I am sure such matters will receive most careful, reliable and efficient attention.

Very truly yours,

James Young

M. C., 3d Dist., Texas.

Endorsement of Representative Young

GEO. M. PULLMAN, THE INVENTOR OF SLEEPING CARS

era possible. Eastman is so rich he doesn't know what to do with his money.

The air brake was invented by George Westinghouse. It revolutionized railroading He has followed inventions as a business ever since, and is now one of the most remarkable figures in the

The simplest things, conception of vital minds in idle moments, have proven of vast worth

House of Representatives, U. S.

Washington, D. C., May 7, 1913.

Mr. Victor J. Evans, Pres.,
Victor J. Evans & Co., Washington, D. C.

Dear Sir:

From the letters of recommendation I have read relative to your firm, said letters coming from Hon. M. C. Palmer, Hon. Champ Clark, and other prominent Democrats, I feel quite sure that matters placed in your hands will have careful, painstaking consideration, and be given efficient attention.

I have never had the pleasure of meeting you personally, and never had any business dealings with you, and while all I know of you is hearsay, yet I feel quite sure that business entrusted to your hands will be looked after attentively.

Very truly yours,
(Signed) H. M. JACOWAY, M. C.,
5th Dist., Arkansas.

House of Representatives, U. S.

Washington, D. C., April 30, 1913.

To Whom It May Concern:

I am very glad to sincerely recommend the firm of Victor J. Evans & Company, Patent Attorneys, Washington, D. C., as entirely reliable and capable and I commend them to any one having business in the U. S. Patent Office.

Very respectfully,
(Signed) F. C. STEVENS, M. C.,
Fourth District, Minnesota.

whole world of practical science and industry, besides being a millionaire over and over.

Duplex telegraphy and the incandescent light were the products of the genius of Thomas A. Edison, millionaire, and the most famous electrician alive.

The "rotating field" and the transformer which "steps" the high tension current "down" or "up" were devised by Nikola Tesla, and gave modern electric railroading a great impetus. If Tesla is not a millionaire, it is solely because he doesn't care to be one.

In circles well informed upon such matters, it is known that George B. Selden, whose inventions covering the use of gasoline and other explosive motors for automobiles are now returning royalties to him on every devil wagon made of the explosive hydro-carbon type, is fast becoming eligible to the millionaire inventor class. At present he seems to hold the bulk of the automobile industry in the United States in the hollow of his hand. His success is startling to those who for years were vastly more amused than anything else by his inventive genius.

Selden is a Rochester, N. Y., man, now just under sixty. His father was a judge of the New York State Court of Appeals and with Hiram Sibley was interested in the early telegraphic enterprises of the country. Always well to do, he was willing to allow his son, when a boy, to devote his time and a reasonable amount of money to his fondness for "puttering around" with mechanical contrivances.

Hon. J. W. Alexander

House of Representatives, U. S.
COMMITTEE ON
THE MERCHANT MARINE AND FISHERIES
WASHINGTON, D, C,

May 9, 1913.

Mr. Victor J. Evans, President,
Victor J. Evans & Company,
Patent Attorneys,
Washington, D. C.

Dear Sir:

From what I know of you through Speaker Champ Clark, and other members of our delegation, I feel warranted in commending your firm to those who have business before the Patent Office here in Washington, and feel sure they will receive prompt and efficient service.

Very truly yours,

J. W. Alexander

M. C., 3d Dist., Missouri.

Endorsement of Representative Alexander

PROFESSOR GATLING, THE INVENTOR OF THE GATLING GUN

When he was eleven years old, George B. took a walk one day with his father and D. S. Morgan, later a successful harvester manufacturer. It was at the time of the wheat harvest, and the two men talked about the possibility of reaping machines, then new to the world, and of self-mov-

House of Representatives, U. S.

Washington, D. C.,
May 5, 1913.

Victor J. Evans & Co.,
Washington, D. C.

Gentlemen:

From information received from many of my friends and colleagues in Congress, I should not hesitate to recommend your firm to anyone desiring the services of reliable patent attorneys.

Yours very truly,
(Signed) WM. J. BROWNING, M. C.,
First Dist., New Jersey.

House of Representatives, U. S.

Washington, D. C.,
May 5, 1913.

Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Gentlemen.

While I have had no personal business with you, you are so highly recommended by a large number of gentlemen in whom I have confidence that I feel that any business intrusted to you would be carefully conducted, and business relations with you would be pleasant and profitable.

Yours truly,
(Signed) H. O. YOUNG, M. C.,
y-w 12th Dist., Michigan.

ing road wagons. Their talk fixed the idea of power wagons in the lad's mind. When he was older it bore practical fruit.

It was his idea from the first to invent something—he doesn't seem to have cared much what—that would bear patenting and would produce a fortune. He studied law in the meantime, making patent law a specialty, as much, perhaps, to enable himself to look after his interests as an inventor as anything else.

But all the time he was working out his self-moving road wagon idea, and in 1878 or 1879 he made his first application for a patent.

This application was not pushed at once, but he did build a horseless buggy, which was run upon the streets, the motive power being furnished by gasoline used explosively. His machine would run, too, but, curious as it may seem to the present generation, nobody save Selden himself appeared to think there was anything in it, and most of the newspapers ridiculed it as a "freak." Selden didn't mind all that, however; he just went right along practicing patent law for the immediate dollar and perfecting his invention for the future.

Like the shrewd patent lawyer that he is, he kept the application alive and continuously before the Patent Office by a change or improvement therein every year, and in 1895, deeming the world just about ripe for his invention, the patent was finally secured. It was not until 1898, however, that automobiling began to grow in such a way as to help Selden, but in that year the boom began in earnest.

Hon. M. K. Reilly

House of Representatives, U. S.

WASHINGTON, D. C.

May 9, 1913.

Mr. Victor J. Evans,
Victor J. Evans & Co.,
Washington, D. C.

My dear Mr. Evans:

I am very glad to concur in the endorsement given your firm by my colleagues in Congress and feel that all business entrusted to you will receive prompt, honest and efficient services.

With kindest personal regards, I remain,

M. K. Reilly

M. C., 6th Dist., Wisconsin.

Endorsement of Representative Reilly

SIR HENRY BESSEMER, THE ENGLISH METALLURGIST AND INVENTOR, WHOSE EPOCH-MAKING PROCESS IN STEEL MANUFACTURE MADE HIM A MILLIONAIRE

From a photograph by Elliott & Fry, London

At the beginning electric automobiles had the call; later the race appeared to be between steam and gasoline; still later, as now is the case, gasoline had the lead over both rivals. Selden asserted that every one of the devices for using gasoline in automobile propulsion was an in-

House of Representatives, U. S.

Washington, D. C., January 24, 1914.

Mr. Victor J. Evans,
Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Dear Sir:

I take pleasure in recommending your firm to my friends who may have business before the Patent Office here at Washington. I feel that they will receive prompt service and careful attention to any matters they place in your hands.

Yours very truly,

FRED L. BLACKMON, M. C.,
4th Alabama District.

House of Representatives, U. S.

Washington, D. C., January 24, 1914.

Victor J. Evans & Co.,
Washington, D. C.

Gentlemen:

From information before me which is reliable I wish to state that your firm stands well in every respect and is thoroughly trustworthy.

Yours very truly,

DUDLEY DOOLITTLE,
4th District Kansas.

DD-CH

Records of the patent office demonstrate in how many ways ingenuity can vault from obscurity into affluence and eminence. Always room for a good idea; always a market for good judgment

fringement on his patent and claimed royalty for every machine not steam or electric that was built anywhere by anybody.

At first his claim was laughed at as a freak idea. When suits were begun there was "scornful amazement;" the notion that possibly he was right seems to have occurred to nobody.

By 1903, though, "the other fellows" began to sit up and take notice, and when the Federal courts began to decide in his favor they began to capitulate. Later decisions brought in many of the others.

Not only have several of the big auto makers been paying for a year or two now, but they have formed an organization to help the inventor by prosecuting the makers who haven't come in.

Mr. Selden refused the other day to say how much his royalties have amounted to, but he told a friend that the minimum for the present twelve months would be larger than he had ever made in any one year from his profession, except that in which he settled the famous Gordon McCormick grain binder suit and collected $250,000. Foreign as well as American manufacturers have to pay.

At fifty-nine George Westinghouse, the employer of men in squads of 10,000, controlling works that make his machines in four European countries and Canada, as well as the United States, is still an inventor. In fact, he shares with Edison first place among those who carry on invention as a business, and includes among his employes more salaried inventors than any other

Hon. Thomas F. Konop

House of Representatives, U. S.

WASHINGTON, D. C.

May 9, 1913.

Victor J. Evans & Co.,
Mr. Victor J. Evans, Pres.,
Washington, D. C.

My dear Sir:

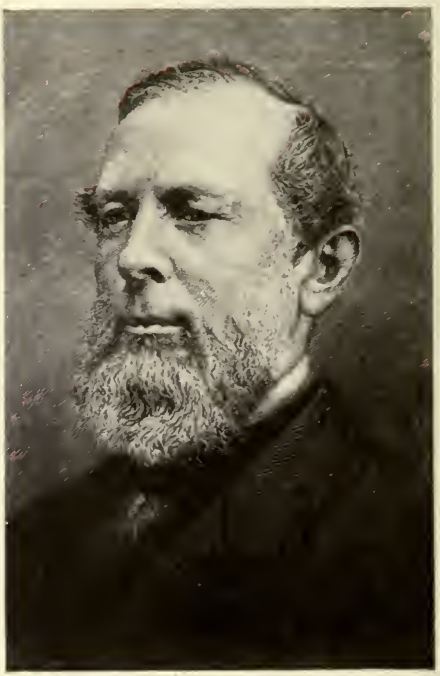
I am glad to concur in the endorsements which Speaker Clark and my colleague from Wisconsin, Hon. M. E. Burke, have given to the firm of Victor J. Evans & Co., Patent Attorneys, as I feel that any business entrusted to said firm will receive prompt, honest and efficient service.

Very truly yours,

Thomas F. Konop

M. C., 9th Wisconsin District.

Endorsement of Representative Konop



ROBT. HOE, THE INVENTOR OF NUMEROUS PRINTING PRESSES

man, except, possibly, his great rival, General Electric, or the Bell Telephone Company.

It was Westinghouse who, by taking up and encouraging Tesla, who is still in his employ, practically developed the electric railroad.

The classic story of his interview with Commodore Vanderbilt, during which the latter said it

House of Representatives, U. S.

Washington, D. C., February 3, 1914.

Messrs. Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

My Dear Sirs:

I take pleasure in recommending your firm as an able, competent and trustworthy firm of long practical experience before the United States Patent Office, and have no hesitancy in recommending you to any and all who may have business to transact in the procuring of patents or the examination of the files.

Sincerely yours,

W. B. FRANCIS.

House of Representatives, U. S.

Washington, D. C., January 19, 1914.

Victor J. Evans & Co.,
Victor Building,
Washington, D. C.

Gentlemen:

It gives me great pleasure to recommend Victor J. Evans & Co. to any of my constituents who desire the services of a Patent Attorney.

Mr. Evans' reputation is such that all matters to come before the Patent Office are in safe and efficient hands.

Very truly yours,

J. R. CLANCY,
35th District, New York.

Employing us as attorneys, you have the advantage of the services of experts in the class of invention to which your ideas pertain

was absurd to think a railroad train could be "stopped with wind," winding up with the declaration that he had "no time to talk with —— fools," is good enough to be true.

But at all events the New York Central would have none of the invention, and it was first tested in 1867 on a part of what is now the Panhandle division of the Pennsylvania lines. On the very first trial of the brake, applied to an accommodation train, it prevented an accident before the train had been running fifteen minutes. A team was carelessly driven directly in front of the engine, running at a high rate of speed, but the train was stopped in time by the air brake and no one was hurt. That settled the case in favor of the brake, of course. The progress of Westinghouse has been continuous and rapid ever since. Today he is a big personal factor in many of the great enterprises of the world, entirely outside his own particular lines, among other things of the Equitable Life Assurance Society, of which he is a director.

Steel making has reached its highest development both as to methods and yearly output in America, but it was an Englishman named Henry Bessemer whose inventions made possible the present age of steel.

Bessemer made his steel invention about ten years earlier than Westinghouse invented the air brake and had an infinitely harder time introducing it, perhaps because of English conservatism. In fact, although his steel was almost inconceivably better and vastly cheaper than any

Hon. Frank Clark

House of Representatives, U. S.

COMMITTEE ON PATENTS
WASHINGTON, D. C.

May 6, 1913.

Mr. Victor J. Evans,
Victor J. Evans & Co.,
Patent Attorneys, Washington, D. C.

My dear Mr. Evans:

It gives me great pleasure to commend your firm to the public as one that will give to all business before the Patent Office here in Washington, prompt, efficient and honest service.

Wishing you every success in your work, I am

Sincerely yours,

Frank Clark

M. C., 2d Dist., Florida.

Endorsement of Representative Clark

other, it was a long time before it could win its way.

The Westinghouse brake won almost instant favor after preventing one accident. In order to make the British railroad men appreciate his invention, Bessemer had to lay down a steel rail on a part of a railroad where the traffic was particularly wearing and wait till it had outworn twenty-three iron ones before its value was sensibly appreciated. After that even the conservative Britons could no longer hold out, and as Bessemer had predicted years before, "the age of iron was finished; the age of steel begun."

His invention was not taken up at the Government's Woolwich arsenal until it has been accepted everywhere else, and it has been said that his knighthood, which made him Sir William Bessemer, was conferred upon him not because of his steel, but after Bessemer himself had told Lord Beaconsfield the circumstances of the great saving the Government had realized through adopting his suggestion regarding forged stamps. The British Government forbade him, in 1867, to accept the Grand Cross of the Legion of Honor from France. Later, however, guns made of his steel were the pride of Woolwich, and he was allowed to accept all the honors that came his way.

Bessemer died in 1898 at a great age. His wealth never approached the multi-millionaire grade, though he was a millionaire even in England, where the pound sterling is the unit of wealth. In 1870, when the original patents had expired, his profits and royalties had been a mil-

House of Representatives, U. S.

Washington, D. C., January 19, 1914.

Mr. Victor J. Evans,
Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

My dear Mr. Evans:

It gives me great pleasure to recommend your firm of Victor Evans & Company, patent attorneys, to my friends who may have business before the Patent Office here in Washington. From information received I feel that they will receive at your hands prompt, honest and efficient services.

Wishing you success you deserve, I am,

Sincerely,

BRYAN F. MAHAN.

House of Representatives, U. S.

Washington, D. C., January 24, 1914.

Victor J. Evans & Co.,
Washington, D. C.

Gentlemen:

From strong testimonials which you have submitted respecting your trustworthiness as Patent Attorneys I feel justified in commending your firm to any of my constituents having business before the Patent Office.

Very truly yours,

JOSEPH HOWELL.

We make a specialty of rejected cases

lion sterling, or $5,000,000, and his wealth was greater than that figure.

It was through the licensed use of Bessemer's invention that Carnegie and all the American steel kings made their millions mainly, though two of them, Haywood Harvey, now dead, whose method of hardening steel revolutionized the making of armor for ships, and Charles M. Schwab were both inventors of improved steel processes. Harvey's son is understood to be piling up more millions than ever his father accumulated. Schwab's rating as a millionaire has fluctuated somewhat in the last few years, but as he now had a Christmas house-warming of his Riverside marble palace in New York last year he may be safely included among the multi-millionaire steel inventors.

The Krupps, of Essen, Germany, have probably made more money than any other steel inventors, partly, however, because they have been at it longer than any of the others. Like Westinghouse, their millions have grown largely because they have always controlled the manufacture of their own devices, but the invention that enabled the original Krupp to develop the famous works at Essen had nothing to do with steel.

It was a machine for rolling silver plate from which to stamp out spoon blanks, the patents upon which he sold in London. This was in the early thirties, when the iron works at Essen employed only nine men. Already he had in mind the perfection of a steel gun barrel, but it was only a hobby with him for years after that.

In securing patents, success depends upon the employment of the best attorneys

Hon. Scott Ferris

House of Representatives, U. S.

COMMITTEE ON THE PUBLIC LAND

WASHINGTON, D. C.

Mr. Victor J. Evans, May 6, 1913.
President, Victor J. Evans & Co.,
Patent Attorneys, Washington, D. C.

Sir:

Your firm bears such an enviable reputation for honest, capable service that I am glad to join my colleagues in Congress in connection with their most emphatic endorsement of your firm. I should regret it if all business intrusted to your firm should not receive careful, painstaking attention. I believe business will receive capable, prompt and careful attention at the hands of your firm at all times.

I am glad to recommend your firm to my friends having business with it.

Very truly yours,

Scott Ferris

M. C., 5th Dist., Oklahoma.

Endorsement of Representative Ferris

ELIHU THOMSON, WHO MADE A FORTUNE OUT OF ELECTRIC WELDING, WHICH IS ONLY ONE OF HIS FIVE HUNDRED PATENTS

From a photograph by MacDonald, New York

It was Alfred Krupp, second in the line, who perfected the Krupp field cannon, which he first exhibited in London in 1851.

Dr. Richard Gatling, whose fame rests on the multi-barrel gun bearing his name, made money from his many inventions, but was not a multi-millionaire when he came to die, a few years ago.

PIONEER GASOLINE LIGHTING CO.
CHICAGO, ILLINOIS, U. S A.

Mr. Victor J. Evans,
No. 615 F Street N.W.,
Washington, D. C.

Dear Sir:

I return herewith the two applications for letters patent which you drew up for me and, as you will see, they have been properly signed and witnessed, and I trust they will go through with as little delay as the other applications which you have filed for me.

I wish to compliment you on the thorough manner in which you have handled all my applications for United States and foreign patents and the applications quickly show that they are dictated by an expert mechanical mind that thoroughly understands the mechanical as well as the other advantages in the article. It is certainly a pleasure to have my patent business attended to by an attorney capable of interpreting my meaning so thoroughly and also capable of understanding the devices so perfectly that you can write even a better description of them than the inventor.

The last two patents you secured for me required less time than any I have ever secured, and I particularly appreciate this feature of your services. One of the patents you secured for me some time ago, and which I once thought worthless, has made me many thousands of dollars, due entirely to the fact that the claim you wrote out for me was so skillfully and carefully prepared. Had this claim not been so thoroughly made clear, which is the trouble with so many patent attorneys, the patent would never have netted me one cent, therefore, you can see why I have always given you all my patent business ever since the first patent you secured for me, which clearly shows the superiority of your ability.

Yours very truly,

M. W. PITNER.

THE NATIONAL METALLIC PACKING CO.
OBERLIN, OHIO

April 19, 1906.

Evans, Wilkens & Co.,
Washington, D. C.

Gentlemen:

We desire to take this opportunity to advise you of our appreciation of the services rendered us by you in connection with our recent patents on Metallic Packings. We are satisfied that the results attained by you in securing the claims you did in these inventions, testifies in the strongest terms to your ability and professional regard for your duties toward your clients. The prompt services rendered us, in connection with the breadth of claims secured, shows the highest technical and business skill, and our appreciation of such warrants us in assuring you that our future business, and that of any others whom we can influence, will be placed in your care.

Yours truly,

THE NATIONAL METALLIC PACKING CO.,
Per E. M. Cook.

He had a hard time getting his gun before the world, and the United States Government, to whom it was first offered in Civil War times, did little with it.

One of the fortunes considered noteworthy, even in this multi-millionaire country of ours, at least until the hundred-millionaire became so common, was won by Samuel Colt, who devised the revolver. He invented it before 1850, but the fortune it created is still worth while.

Colt was a boy inventor. He was born a year later than Sir Henry Bessemer, but died forty-three years ago at the early age of forty-eight. When fourteen he ran away from the home of his father, a woolen manufacturer, of Hartford, Conn., and shipped aboard a sailing vessel bound for India.

Something, maybe a shooting affray, turned his attention to the need of a small firearm that would shoot more than once at one loading, and when he returned home, after the voyage was over, he had with him a wooden model of the first revolver, which he had whittled out of pine with a jackknife.

The first Colt's revolver had twelve barrels and in action the Mexicans were almost as badly affected by fright at seeing one pistol shoot a dozen times without reloading as by the bullets themselves.

Of course, this gave the Colt revolver an enormous boom. The works had to be remodeled; in 1852 new ones, the largest arms works in the world, either government or private, were built, and in 1861, when the Civil War broke out, their capacity was doubled.

Hon. Jas. T. McDermott

House of Representatives, U. S.

COMMITTEE ON AGRICULTURE
WASHINGTON, D. C.

May 8, 1913.

To Whom It May Concern:

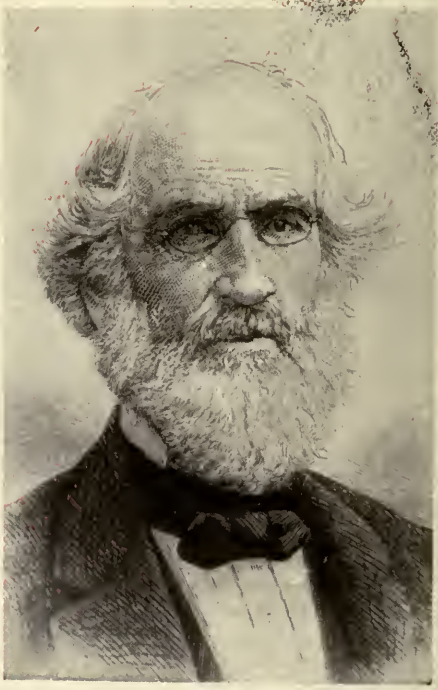
It affords me great pleasure to recommend the firm of Victor J. Evans & Company, patent attorneys, to any of my constituents or friends who may have business for the Patent Office at Washington, as I feel sure that the firm is reliable and capable and will conscientiously take care of any business entrusted to their care.

Very truly yours,

Jas. T. McDermott

M. C., 4th Dist., Illinois.

Endorsement of Representative McDermott



THADDEUS FAIRBANKS, THE INVENTOR OF WEIGHING MACHINES AND SCALES

The big fortunes of Hudson and Hiram Maxim, the latter knighted in England, by the way, because of the Maxim machine gun, are founded on inventions analogous to Gatling's and Colt's.

The three most famous living electrical inventors—one of the richest of these making fortunes directly from inventions without depending upon manufactures—are Thomas Alva Edison, Alexander Graham Bell and Lord Kelvin.

Your success depends upon the careful selection of your attorney

AMERICAN LOCOMOTIVE COMPANY
SCHENECTADY WORKS
SCHENECTADY, N. Y.

April 6, 1906.

Messrs. Evans, Wilkens & Co.,
Washington, D. C.

Gentlemen:

I desire to express my thanks for and high appreciation of your services in my behalf in the preparation and prosecution of the large number of patent applications which I have placed in your hands during the past few years. I have had ample opportunity of considering your business methods, and it affords me great satisfaction to say that you have handled my cases with a high degree of care and skill, and, owing to your aggressive efforts and energy in prosecution, have secured for me patents of broad scope and value in the locomotive and automobile industries.

I have been particularly impressed with your desire and ability to obtain protective patents for your clients, and can and do cheerfully recommend you as prompt, careful and reliable attorneys.

Very truly yours,
C. K. LASSITER,
Mechanical Expert.

M. WINTER LUMBER CO.
SHEBOYGAN, WIS., U. S. A.

2/3/04.

Victor J. Evans & Co.,
Washington, D. C.

Gentlemen:

Your favor of the 27th ult. at hand, for which we thank you. I am very much pleased indeed to hear that you have secured the allowance of eight claims in the bracket application, and that you are confident that you will secure the allowance of the first six claims presented in the sheave roller application, together with the two additional claims presented in your amendment. I am very much pleased with the attention you are giving the matter and will say that should you ever desire a testimonial letter from me regarding the satisfactory work you have done for us, we will be glad to furnish you one.

Yours truly,
CHARLES F. KADE,
V.-Pres. & Gen. Mgr.

You may have an idea that some people think absurd. Persevere

The first is of American birth and ancestry. The second is a native of England, though his personal development has been mainly American, and, as he has said himself, the telephone is an American product. Lord Kelvin is Scotch-Irish by birth and thoroughly British in development.

Cyrus W. Field, an American, raised the money and furnished the enthusiasm, the executive ability, and the persistence that called into being the ocean cable inventions on which Kelvin's great repute are based.

Edison's best noteworthy invention, the duplex telegraph, cheapened the transmission of intelligence incalculably. His incandescent light was revolutionary, his contribution to the perfected telephone was of great value, his phonograph—one of the few strictly original ones among modern inventions—opened a new world.

The telephone, legally and probably rightfully counted Bell's, has made a greater revolution even than the electric light.

Lord Kelvin's galvometer and siphon recorder bind the continents together with thin ropes of copper and India rubber, which by annihilating time in news transmission has quickened the pace of the race immeasurably.

Both Bell and Edison had to struggle to win success. Edison's struggle was the harder, for he had little training of any kind, except what he got by himself, his father being an uneducated farmer with no money to pay out on his son's schooling.

Edison says he never was a scientific sharp, and couldn't be one if he tried. He found out

Hon. S. Kirkpatrick

House of Representatives, U. S.

WASHINGTON, D. C.

May 10, 1913.

Mr. Victor J. Evans,
Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

My dear Mr. Evans:

It gives me great pleasure to add my endorsement to those of my colleagues in Congress who have recommended your firm so highly and I feel that all matters placed in your hands will receive prompt, honest and efficient services.

Very sincerely yours,

M. C., 6th Dist., Iowa.

Endorsement of Representative Kirkpatrick

OTTMAR MERGENTHALER, INVENTOR OF THE TYPESETTING MACHINE

the secret of duplex telegraphy in his efforts to make his work easier as an operator, and all his inventions except the phonograph have been strictly labor saving in intent.

Bell was stimulated and helped in his work by his study of the human ear as an instructor of deafness, his sweetheart, the accomplished woman who is now his wife, being a deaf mute.

The forces of nature must be yet more effectively harnessed to the wheels of commerce

Hon. I. S. Pepper

House of Representatives, U. S.

WASHINGTON, D. C.

May 8, 1913.

Mr. Victor J. Evans,
Victor Building,
Washington, D. C.

My dear Sir:

I wish to say that from what I have been able to find out, your standing as a member of the bar here is excellent and that your reputation as an efficient and competent patent attorney is first-class. I heartily recommend you to any one seeking the services of a reliable patent attorney.

Very truly yours,

I. S. Pepper

(Deceased) M. C., 2d Dist., Iowa.

Endorsement of Representative Pepper

PATENTS AS AN INVESTMENT

BY VICTOR J. EVANS

THE promotion or manufacture of a successful patent or the furnishing of patent fees to inventors in return for an interest in the patent is the most productive fields of investment known. The amount required is usually very small and if the invention is successful the returns are many times greater than in the ordinary fields of investment when compared with the amounts invested, and many persons have been made wealthy by the investment of a comparatively small sum in the initial promotion or manufacture under a patent; that is by purchasing stock in a company being formed to promote the patent. For example, in the telephone, the investment by several well-known people at the very start of a few hundred dollars has made those people or their heirs today millionaires. This was also true of the Telegraph, Linotype, Air Brake, Safety Razor, etc.

The Bell Telephone Company has returned over $2,000 for each dollar invested, having paid $36,000,000 in dividends. The General Railway Signal Company has divided $480,000 in profits in four years. The Eastman Kodak has earned $500,000 in twelve years. The Janney Coupler has returned $1,864 on each dollar originally invested. The Westinghouse Air Brake Company, it is estimated, has returned $4,485 for each dollar originally invested, having made $30,000,000 in

Records of the patent office demonstrate in how many ways ingenuity can vault from obscurity into affluence and eminence. Always room for a good idea; always a market for good judgment

Hon. H. H. Seldomridge

House of Representatives, U. S.

WASHINGTON, D. C.

May 9, 1913.

Mr. Victor J. Evans,
Victor J. Evans & Co.,
Washington, D. C.

Dear Sir:

It gives me great pleasure to add my endorsement concerning the firm of Victor J. Evans & Co. which has been given by Speaker Champ Clark.

Yours truly,

H. H. Seldomridge.

HHS/GBS

M. C., 2d Dist., Colo.

Endorsement of Representative Seldomridge

PROFESSOR MICHAEL I. PUPIN, OF COLUMBIA UNIVERSITY; AN INVENTOR WHO HAS PROVED TO BE A MASTER OF BUSINESS

From a photograph by Pach, New York

profits. The American Radiator Company has paid $48,000 for every hundred dollars invested.

The Gillette Safety Razor has proved one of the most profitable of recent inventions. While this device in itself is a mere improvement in the art and not by any means the original safety razor,

If an immediate market does not already exist for your patent it might be created by an intelligent demonstration of the improvement

Hon. Thos. S. Rubey

House of Representatives, U. S.

WASHINGTON, D. C.

Mr. Victor J. Evans, May 3, 1913.
Washington, D. C.

Dear Sir:

I take pleasure in joining with my colleagues from Missouri, Speaker Clark and other members of the delegation, in commending the firm with which you are connected to people who have business to conduct before the Patent Office in Washington.

I am sure, as President of this Company, that you will give careful attention to all business entrusted to your care, and I know that you will extend every courtesy to those who may have business with the concern.

Very truly yours,

Thos. S. Rubey

M. C., 16th Dist., Missouri.

Endorsement of Representative Rubey.

yet the net sales of this company amount to $2,000,000 a year. Less than ten years ago, the stock of the Gillette Safety Razor Company was offered in Boston for 50 cents per share. Now the stock is worth $200 per share. The Gillette invention is patented in twenty-two foreign countries, and the name is protected by one hundred trade-marks registered abroad. In order to supply the foreign demand alone for this device, it has been found necessary to establish factories in Canada, England, France and Germany.

The Wright Brothers, inventors of the aeroplane, are among the most recent inventors to be enriched by their patents, having sold their American patent rights to a New York corporation for $1,000,000. They have also sold their French patent for $100,000; their Italian patent for $200,000, and their German patent for a large sum, the exact figures of which have not yet been made public.

Recently a combination of the owners of patents relating to moving pictures was formed, called the "Moving Picture Patents Company." This combination was capitalized at $8,000,000 to control all of the moving pictures of the world. Thomas A. Edison receives from the combination $200,000 a year royalty for his patents on moving pictures.

There has also been great developments in the phonograph companies. The Edison, Columbia and Victor companies put out on an average of $15,000,000 worth of records a year. The money paid for phonographs runs into the millions. These companies also have a large foreign trade,

Hon. Joseph J. Russell

House of Representatives, U. S.

WASHINGTON, D. C.

Mr. Victor J. Evans, May 3, 1913.
Washington, D. C.

Dear Sir:

From the information I have, from Speaker Clark and other personal friends, it gives me pleasure to recommend the firm of Victor J. Evans & Co., patent attorneys, of which Company you are President, to such of my friends as may need the services of an attorney before the Patent Office in Washington City, having every confidence in the ability of your firm to handle promptly and successfully all business that may be entrusted to it.

Yours truly,

Jos J Russell

JJR/M M. C., 14th Mo. Dist.

Endorsement of Representative Russell

exporting $5,000,000 worth of phonographic goods per year.

Alfred Noble, inventor of dynamite and founder of the "Noble Prize," won both distinction and fortune. Before the discovery of dynamite, it was almost impossible to use nitroglycerine, because it is poisonous, very sensitive to shock, and most dangerous to handle. Being liquid, it could not be confined so as to explode when ignited by a simple fuse. Noble tried to overcome these deficiencies, first by mixing the liquid with gunpowder, and he also suggested confining it in a tube having the shape of a bore hole and firing it by means of a small gunpowder cartridge. But all of this did not avail, and accidents occurred so frequently that the use of the blasting oil was prohibited in many countries. Noble finally solved the problem of its safe use by inventing a compound which he called dynamite, made by mixing the nitroglycerine oil with porous absorbing material, thus converting it into a paste. Dynamite proved, on experiment, to be comparatively insensitive to shock, but burned when ignited, and could be properly exploded by means of a powerful detonator. The invention of dynamite marks an epoch in the history of civilization, as it has made it possible to execute the gigantic engineering works of our time. It brought about a prodigious development of the mining industry of the world.

But for the invention of the gas mantle by Welsbach, it is probable that the electric light would have almost entirely superseded gas. The invention of this mantle, however, which quad-

Hon. Oscar Callaway

House of Representatives, U. S.

WASHINGTON, D. C.

May 5, 1913.

Mr. Victor J. Evans,
President, Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

My dear Mr. Evans:

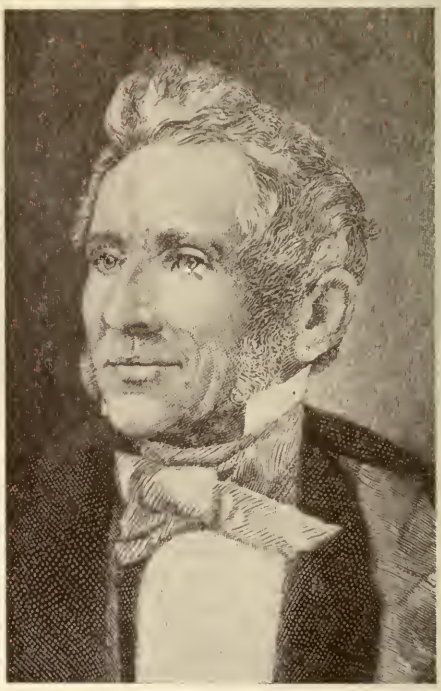
It gives me pleasure to say through you to the public that I am confident that any and all matters entrusted to your company will have, before the Patent Office here in Washington, the most careful, efficient and reliable attention.

Very truly yours,

Oscar Callaway.

M. C., 12th Dist., Texas.

Endorsement of Representative Callaway



CHARLES GOODYEAR, THE INVENTOR OF VULCANIZED RUBBER

ruplicated the brilliancy of a gas flame, has caused gas to withstand the rivalry of electricity in a notable degree. The Welsbach Company has returned $50,000 for every $100 originally invested.

One of the most valuable inventions was that of the type-setting machine, invented by Otto Mer-

Hon. Perl D. Decker

House of Representatives, U. S.

WASHINGTON, D. C.

May 5, 1913.

Mr. Victor J. Evans,
President, Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Dear Sir:

It gives me pleasure to state after investigation that your firm, Victor J. Evans & Co., Patent Attorneys, has a reputation for efficiency and fidelity.

Very respectfully,

P. D. Decker

M. C., 15th Dist., Missouri.

Endorsement of Representative Decker

genthaler, known as the "Linotype." When Mergenthaler began his experiments, there had already been some four hundred patents granted for typesetting machines, and inventors had been trying to solve this problem for over forty years. All of these inventors, however, were trying to set independent type. Mergenthaler solved the problem by inventing what was in effect a type-founding machine, wherein new type was cast in a solid line, and the type bars remelted for new composition. The Mergenthaler Company has paid $127,000 for every $100 paid in.

George N. Pullman, inventor and manufacturer of sleeping cars, left a fortune in the neighborhood of $40,000,000. His invention was primarily simply a folding shelf. His first sleeping car, the "Pioneer," was built in 1864, and while very crude, proved an instant success. The Pullman car has netted the stockholders $14,000,000 since 1898.

George Hendee, inventor of the "Indian" Motorcycle, in a recent reorganization of the Company, at Springfield, Mass., received $600,000 in cash, and $1,000,000 in stock in the Company.

Prof. A. P. Anderson, who patented the process for manufacturing Puffed Rice and Wheat, is realizing a profit of $360,000 a year from his invention.

Cyrus H. McCormick, the inventor of the harvesting machine, left a fortune of ten million dollars from his invention.

Goodyear, who first vulcanized rubber, obtained a very large fortune from royalties.

Hon. Finly H. Gray

House of Representatives, U. S.

WASHINGTON, D. C.

May 12, 1913.

Mr. Victor J. Evans,
Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

My dear Mr. Evans:

I heartily concur in the endorsement given your firm of Victor J. Evans & Company, patent attorneys, by Speaker Champ Clark and my colleagues in Congress.

Very sincerely yours,

Finly H. Gray

M. C., 6th District, Indiana.

Endorsement of Representative Gray

It is said that Isaac Merritt Singer, inventor of the Singer sewing machine, borrowed $40 to help protect his first sewing machine, and now one factory alone turns out over ten thousand machines a week. His net income was over $240,000 for many years, and for one year it was over $3,000,000. At his death he left an estate worth $13,000,000.

Elias Howe, inventor of the sewing machine needle, received a revenue, from royalty, of $50,000 a year from sewing machine manufacturers.

The Dunlap Pneumatic Tire Company is an illustration of the mint of money there is in patents. It commenced with a working capital of $112,500. It had been in operation but two years when it sold for $15,000,000 cash. The shareholders had then received in dividends and premiums the sum of $3,290,575, and by the terms of the sale received a further sum of $14,437,500, giving a total result of $17,638,075. The purchasers afterwards resold to another company for the sum of $25,000,000. This invention was only patented in Great Britain, as Dunlap did not recognize the immense value of his invention until it was too late to secure foreign patents.

Dunlap had an invalid son who suffered from spinal trouble but who was very fond of riding a bicycle. At this time, bicycles were only provided with hard rubber tires, and the jar was injurious to the boy's spine. In seeking to overcome this vibration, Dunlap took a common garden hose, removed the hard rubber tire, and secured the hose in its place, thus inventing the present pneu-

Hon. Joseph Taggart

House of Representatives, U. S.

WASHINGTON, D. C.

May 2, 1913.

Mr. Victor J. Evans,
President, Victor J. Evans & Co.,
Patent Attorneys,
Washington, D. C.

Dear Sir:

I take pleasure in recommending to the public the firm of Victor J. Evans & Company. This firm sustains the reputation of being reliable and painstaking patent attorneys and have the endorsement of some of the best people in the country.

Yours truly,

Joseph Taggart.

M. C., 2d Kansas District.

Endorsement of Representative Taggart

matic tire. It can be easily imagined what Dunlap's profits would have been had he been able to collect royalties on pneumatic tires for automobiles alone.

The automatic piano player is one of the most profitable of recent inventions. The value of pianos and piano players sold in this country last year was over $50,000,000. There was an increase in automatic piano players of 268 per cent in five years. All of these automatic piano players are protected by patents.

Traceable to Nature

MANY of the most important of modern mechanical inventions represent discoveries which Dame Nature made long before the first human being began to do any real thinking. The electric eel, for example, is a complete storage battery, carrying an arrangement of Leyden jars. It can administer a shock powerful enough to knock a man down.

Certain trees in the tropics weave their inner bark into an excellent cloth, the most perfect type of which, considered as a textile fabric, is the celebrated "tapa," so extensively worn for clothing in Polynesia. The eye, moreover, is nothing more nor less than a photographic camera, the nerve-screen that lines it taking the place of the sensitive dry-plate. The impressions being nervous, and not chemical, they are fleeting.

Our clients have valuable patents for sale

The heart is the most admirable pump ever known, the work it does in the ordinary lifetime of a man being little short of astonishing. Some of the pumps now in common use in connection with machinery are modeled very closely after the human heart, with a similar arrangement of valves.

Up to the present time human ingenuity has not succeeded in constructing an apparatus which will do the work accomplished by the lungs in the separation of oxygen from atmospheric air. If a satisfactory imitation could be produced the invention would be of enormous value. The device of the ball-and-socket joint was utilized by Nature in the shoulder and hip joints of human beings and other animals long before it occurred to the modern inventor to employ the idea, which, if the truth were known, was probably suggested by observations of the skeleton.

It has been said that "hawks" taught men to catch fish, spiders and caterpillars showed them how to spin and weave, hornets instructed them in the art of making paper, and crayfish supplied the first hints in the working of clay."

A man who offers his services at specially low rates generally puts them at their true value.

Patents for small articles usually pay better than those for great schemes.

Nearly all first-class firms have become eminent by taking pains to satisfy their clients.

All preliminary searches and official examinations are made here in the city of Washington where your attorney should be located

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The relation between the inventor and his attorney is strictly a confidential one. The highest good faith is necessary and required. The attorney owes his client the duty to put forth his best efforts in his behalf. Inventors need have no hesitation about entrusting their cases to a good and reliable patent attorney who prizes his own reputation. This alone guarantees protection. All business communications and data relating to inventions intrusted to us are regarded as strictly confidential and are preserved in absolute secrecy. We treat our clients as we would wish to be treated were we in their place, and fully appreciate the high responsibility we assume when we undertake to secure patents of commercial value. All who desire to consult us in regard to obtaining patents are cordially invited to do so. You do not assume any responsibility to proceed with an application for patent if you send us a model or sketch of your invention. In all cases a careful consideration of your plans, an honest opinion and a prompt reply may be expected.

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IN THE UNITED STATES

¶ The minimum cost of a patent for an invention through our firm is $65, which may be forwarded in three payments, as follows:

First Payment $15.00 This covers the cost of preparing the application papers, and should be sent as soon as possible after a favorable report is rendered by us. The papers are prepared immediately upon receipt of this amount, and are sent to the inventor for signing.

Second Payment $30.00 This covers the first Government fee, $15; the remainder of the attorneys' fee, $10, and $5, the fee for a sheet of official drawings. This amount should be remitted when the papers are returned, which may be at the convenience of the inventor, though it is, of course, advisable to place them in the Patent Office as early as possible, to gain priority of filing over those who may be working along the same lines.

Third Payment $20.00 This covers the final Government fee to issue the patent. It may be sent at any time within six months after notice of allowance is received. This notice generally comes to hand three to eight months after the papers are placed in the Patent Office.

Cost to Apply The cost **to make application** for a U. S. Patent for a simple invention is thus but $45, which may be made in two payments, the first of which is but $15. If delays are to be avoided, the first payment of $15 should be sent with the sketch, when, if the invention is new, the papers will be immediately prepared and forwarded. If the idea proves to be old, however, the amount due will be returned.

We Make No Charge For Opinion As To Patentability

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